

Message Text

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ACTION XMB-07

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FM AMEMBASSY ASUNCION

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DEPT PASS EXIM BANK

E.O. 11652: N/A

TAGS: EFIN, PA

SUBJECT: FINANCING PTO. PTE. STROESSNER AIRPORT

REF: STATE 169838

1. EMBASSY AWARE FOR SEVERAL MONTHS OF INTEREST OF ARCHITECTURAL MECHANICAL PLANNING LTD., ST. LOUIS, IN PROPOSED CONSTRUCTION OF NEW INTERNATIONAL AIRPORT AT PTO. PTE. STROESSNER. VERY ROUGH ESTIMATE OF TOTAL COST OF PROJECT IS DOLS 10 MILLION.

2. EMBASSY KNOWS OF NO, REPEAT NO, FEASIBILITY OR SIMILIAR STUDY WHICH HAS BEEN MADE OF PROJECT. HOWEVER, THE CLOSE PROXIMITY OF THE AIRPORT TO THE SITE OF THE 3.5 BILLION DOLLAR ITAIPU HYDROELECTRIC COMPLEX WHICH WILL BEGIN TO BE CONSTRUCTED SHORTLY AND THE SIGNIFICANT RECENT AS WELL AS POTENTIAL FUTURE DEVELOPMENT OF THE AREA TO BE SERVED MAKES THE AIRPORT PROJECT EXMINENTLY FEASIBLE IN OUR OPINION.

3. THE PARAGUAYAN MINISTRY OF PUBLIC WORKS HAS NOT, REPEAT NOT, ISSUED ANY PUBLIC BID INVITATION FOR THE PROJECT. FROM INFORMATION HERE, IT APPEARS THAT THE MINISTRY MADE INFORMAL APPROACHES TO TWO FIRMS: ARCHITECTURAL MECHANICAL PLANNING LTD. AND RAMBELLI

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CONSTRUZIONI GENERALI DE PROVENZA (AN ITALIAN FIRM). BOTH OF THESE FIRMS HAVE REPORTEDLY SUBMITTED PROPOSALS TO THE

MINISTRY FOR THE CONSTRUCTION OF THE PROJECT.

4. ACCORDING TO MR. PAUL FERRELL, WHO VISITED PARAGUAY EARLIER THIS YEAR REPRESENTING ARCHITECTURAL MECHANICAL PLANNING LTD., FINANCING WAS TO HAVE BEEN PROVIDED BY AN UNNAMED SWISS FINANCIER WITH WHO ARCHITECTURAL MECHANICAL PLANNING LTD. HAD DEALT PREVIOUSLY. FROM INFORMATION CONTAINED REFTEL IT WOULD APPEAR THAT THIS SOURCE OF FINANCING FOR THE COMPANY NO LONGER EXISTS. OF INTEREST IN THIS REGARD WAS MR. FERREL'S STATEMENT TO EMBASSY OFFICERS THAT HIS COMPANY LEARNED OF THE PROJECT FROM THE SWISS FINANCIER WHO REPORTEDLY HAD GOOD CONTACTS AT A HIGH LEVEL WITHIN THE GOVERNMENT OF PARAGUAY.

5. EMBASSY HAS NO, REPEAT NO, INFORMATION REGARDING ARCHITECTURAL MECHANICAL PLANNING LTD. POSSIBLY THIS INFORMATION COULD BE OBTAINED FROM THE DEPARTMENT OF COMMERCE AND/OR OTHER SOURCES IN THE UNITED STATES. EMBASSY BELIEVES THE PROJECT IS A SERIOUS UNDERTAKING AND THAT ARCHITECTURAL MECHANICAL PLANNING'S PROPOSAL IS LIKEWISE SERIOUS. THE ATTITUDE OF THE MINISTRY OF PUBLIC WORKS TOWARDS THE COMPANY'S PROPOSAL IS, HOWEVER, MORE DIFFICULT TO ASSESS. GIVEN THE ABSENCE OF A PUBLIC INVITATION TO BID, IT APPEARS POSSIBLE THAT FACTORS UNRELATED TO THE TECHNICAL AND FINANCIAL CAPABILITIES OF THE INFORMAL BIDDERS MAY BE INVOLVED IN THE MINISTRY'S CONSIDERATION OF THE PROPOSALS AND EVENTUAL DECISION ON THE AWARDING OF CONTRACTS.
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